

EXHIBIT E

Employee Average Wage Rates and Bill Rates

| PRICING | Safety Ambassador | Cleaning Ambassadors | Power Washer | Power Washing - Supervisor | Team Leader | Outreach Ambassador | Operations Manager |
|----------------|-------------------|----------------------|--------------|----------------------------|--------------|---------------------|--------------------|
| Pay Rate | \$ 13.23 | \$ 13.23 | \$ 14.72 | \$ 17.25 | \$ 14.72 | \$ 16.00 | \$ 28.78 |
| FICA | \$ 1.01 | \$ 1.01 | \$ 1.13 | \$ 1.32 | \$ 1.13 | \$ 1.22 | \$ 2.28 |
| WC | \$ 0.88 | \$ 0.88 | \$ 0.97 | \$ 1.14 | \$ 0.97 | \$ 1.06 | \$ 1.97 |
| Liability | \$ 0.34 | \$ 0.34 | \$ 0.38 | \$ 0.44 | \$ 0.38 | \$ 0.41 | \$ 0.76 |
| Unemployment | \$ 0.93 | \$ 0.93 | \$ 1.03 | \$ 1.21 | \$ 1.03 | \$ 1.12 | \$ 2.08 |
| Subtotal | \$ 16.38 | \$ 16.38 | \$ 18.22 | \$ 21.36 | \$ 18.22 | \$ 19.81 | \$ 36.98 |
| Weekly Hours | 160.00 | 168.00 | 40.00 | 40.00 | 56.00 | 40.00 | 40.00 |
| Annual Hours | 8,320.00 | 8,736.00 | 2,080.00 | 2,080.00 | 2,912.00 | 2,080.00 | 2,080.00 |
| Annual Billing | \$ 136,295.13 | \$ 143,107.79 | \$ 37,887.84 | \$ 44,426.62 | \$ 53,056.97 | \$ 41,207.30 | \$ 76,701.98 |
| Overhead | \$ 3.14 | \$ 3.14 | \$ 3.14 | \$ 3.14 | \$ 3.14 | \$ 3.14 | \$ 3.14 |
| Benefits | \$ 1.66 | \$ 1.66 | \$ 1.66 | \$ 1.66 | \$ 1.66 | \$ 1.66 | \$ 1.66 |
| Profit | \$ 1.44 | \$ 1.44 | \$ 1.44 | \$ 1.44 | \$ 1.44 | \$ 1.44 | \$ 1.44 |
| Bill Rate | \$ 22.61 | \$ 22.61 | \$ 24.45 | \$ 27.59 | \$ 24.45 | \$ 26.04 | \$ 43.11 |
| Weekly Hours | 160.00 | 168.00 | 40.00 | 40.00 | 56.00 | 40.00 | 40.00 |
| Annual Hours | 8,320.00 | 8,736.00 | 2,080.00 | 2,080.00 | 2,912.00 | 2,080.00 | 2,080.00 |
| Annual Billing | \$ 188,151.05 | \$ 197,558.60 | \$ 50,862.31 | \$ 57,391.09 | \$ 71,207.24 | \$ 54,171.77 | \$ 89,666.46 |
| ANNUAL BILLING | | | | | | | \$ 709,008.52 |

| WVIA 2017 BUDGET SUMMARY | | |
|---|---------------|--------|
| Category | \$ | % |
| Labor | \$ 532,691.61 | 75.1% |
| Benefits | \$ 46,853.48 | 6.6% |
| Labor Related (background checks, recruiting, awards, etc.) | \$ 3,940.02 | 0.8% |
| Uniforms | \$ 8,698.56 | 1.2% |
| Cell Phones | \$ 2,985.00 | 0.4% |
| Equipment (Truck, ATVs, other 'capital' equipment) | \$ 6,669.87 | 0.9% |
| Equipment Related (fuel, maintenance, insurance, parking) | \$ 31,036.00 | 4.4% |
| Utilities | \$ 1,200.00 | 0.2% |
| Janitorial Supplies | \$ 14,490.00 | 2.0% |
| Dumpster / Trash | \$ 15,480.00 | 2.2% |
| Office Supplies & Printing | \$ 1,200.00 | 0.2% |
| Miscellaneous | \$ 1,000.00 | 0.1% |
| Administrative Support (mgmt, travel, postage, etc.) | \$ - | 0.0% |
| Profit (6.1% of total) | \$ 40,762.98 | 5.7% |
| TOTAL | \$ 709,008.52 | 100.0% |